



Local Agency Bridge Bundle Pilot Project

Virtual DBE Open House & Matchmaking Sessions

Date: Friday, October 23, 2020

Time: Open House (1:00pm – 2:20pm)
Matchmaking Sessions (2:30pm – 5:00pm)

Location: Virtual (Zoom) - Zoom (*links will be provided to participants via email once the pre-registration process has closed and scheduled meetings have been identified and confirmed*)

1:00-2:20 P.M. Open House Agenda – Single ZOOM Meeting

1. Welcome & Introductions
2. Project Overview & Background
3. Project Goals & Objectives
4. MDOT OBD Overview
5. Project Scope & Schedule
6. Project Organizational Chart – Roles & Responsibilities
7. Project DBE Opportunities
8. Procurement Process & Requirements
9. Contact Information
10. 15-20 Minute Question/Answer – (Facilitated in ZOOM)
11. ZOOM Matchmaking Session Info

ADJOURN TO PRE-SCHEDULED ZOOM MATCHMAKING SESSIONS FOR PRE-REGISTERED ATTENDEES SCHEDULED TO RUN FROM 2:30-5:00PM

THE EVENT IS CONCLUDED ONCE THE MATCHMAKING SESSIONS ARE COMPLETED

**Bridge Bundle Pilot Project
DBE Open House & Matchmaking Session
Shortlisted Submitters – Contact List
Friday, October 23, 2020**

<u>Company</u>	<u>First Name</u>	<u>Last Name</u>	<u>Project Role</u>	<u>Email</u>	<u>Phone</u>
CA Hull Co., Inc./ AnLaan Corp	Shawn	Horejsi	DBE Event Contact	shorejsi@cahull.com	248-891-1781
Davis Construction/ Z Contractors	Dana	Youmans	Engineering Coordinator	dyoumans@z-contractors.com	586-625-8899 x 102
Hardman Construction/ Millbocker & Sons, Inc.	Heidi	Anderson	Civil Rights Manager	heidi@hardmanconstruction.com	231-288-0138
Kiewit Infrastructure Co.	Mike	McLaren	Project Manager	michael.mclaren@kiewit.com	773-332-7380
Toebe Construction	Carrie	Sinclair	Support	csinclair@toebe-construction.com	810-923-5099

Our Vision: To be well-regarded as spanning and connecting lives, safely and efficiently

Our Mission: The Bureau of Bridges and Structures is devoted to the efficient and innovative design, construction, and active preservation of transportation structural assets, inspired by safety, resiliency, and mobility.

Our Values: Proficiency ↔ Supportive ↔ Accountable ↔ Agile ↔ Considerate

BRIDGE BUNDLE PILOT PROJECT - POTENTIAL DBE OPPORTUNITIES	
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COLOR LEGEND FOR DBE OPPORTUNITY

PROFESSIONAL & TECHNICAL SERVICES FOR DESIGN-BUILDER

PROFESSIONAL & TECHNICAL SERVICES FOR MDOT CEI PMC

CONSTRUCTION SERVICES FOR DESIGN-BUILDER

SUPPLY/OTHER SERVICES FOR DESIGN-BUILDER

POTENTIAL OPPORTUNITY OF FOCUS

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BRIDGE BUNDLE PILOT PROJECT - POTENTIAL DBE OPPORTUNITIES



	COLOR LEGEND FOR DBE OPPORTUNITY
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		PROFESSIONAL & TECHNICAL SERVICES FOR DESIGN-BUILDER
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		PROFESSIONAL & TECHNICAL SERVICES FOR MDOT CEI PMC
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		CONSTRUCTION SERVICES FOR DESIGN-BUILDER
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		SUPPLY/OTHER SERVICES FOR DESIGN-BUILDER
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		POTENTIAL OPPORTUNITY OF FOCUS
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DBE Opportunity Type		MDOT Code Type		MDOT Code		MDOT Code Description	
Design-BUILDER		Construction Code		N96K		General-Attenuators	
Design-BUILDER		Construction Code		N96L		General-Guardrail	
Design-BUILDER		Construction Code		N96M		General-Fences	
Design-BUILDER			Construction Code		N96N	General-Paving Brick	
Design-BUILDER			Consultant Code		BDRR	Design - Bridges: Railroad	
MDOT CEI PMC		Consultant Code		BPI		Const Insp: HMA Pavement	
MDOT CEI PMC		Consultant Code		CEA		Construction Engineering: Assistance	
MDOT CEI PMC		Consultant Code		CEB		Const Eng:Bridges & Ancillary Structures	
MDOT CEI PMC			Consultant Code	CELA		Const Eng:Roadway-Local Agency Program	
MDOT CEI PMC		Consultant Code		CER		Construction Engineering: Roadway	
MDOT CEI PMC		Consultant Code		CIB		Const Insp: Bridges & Ancillary Structur	
MDOT CEI PMC		Consultant Code		CIBP		Construction Inspection: Bridge Painting	
MDOT CEI PMC		Consultant Code		CIR		Construction Inspection: Roadway	
MDOT CEI PMC		Consultant Code		CITS		Construction Inspection: Traffic Safety	
MDOT CEI PMC		Consultant Code		CSOT		Construction Services: Office Technician	
MDOT CEI PMC		Consultant Code		CTA		Construction Testing: Aggregates	
MDOT CEI PMC		Consultant Code		CTC		Construction Testing: Concrete	
MDOT CEI PMC		Consultant Code		CTD		Construction Testing: Density	
Design-BUILDER		Consultant Code		DB		Design - Bridges	
Design-BUILDER			Consultant Code		DBC	Design - Bridges: Complex	
Design-BUILDER			Consultant Code		DBLD	Design - Buildings	
Design-BUILDER		Consultant Code		DBLR		Design - Bridges: Load Rating	
Design-BUILDER			Consultant Code		DBMS	Design - Bridges: Movable Span	
Design-BUILDER			Consultant Code		DBS	Design - Bridges: Scoping	
Design-BUILDER			Consultant Code		DBSI	Design - Bridges: Safety Inspection	
Design-BUILDER			Consultant Code		DBUS	Design- Bridges: Safety Insp- Underwater	
Design-BUILDER			Consultant Code		DGEA	Design - Geotechnical: Advanced	
Design-BUILDER			Consultant Code		DGEO	Design - Geotechnical	
Design-BUILDER			Consultant Code		DHI	Design - Hydraulics I	
Design-BUILDER		Consultant Code		DHII		Design - Hydraulics II	
Design-BUILDER			Consultant Code		DITS	Design- Traffic: ITS Design & System Mgr	
Design-BUILDER			Consultant Code		DLA	Design - Landscape Architecture	
Design-BUILDER			Consultant Code		DPDS	Design - Project Development Studies	
Design-BUILDER			Consultant Code		DR	Design - Roadway	
Design-BUILDER			Consultant Code		DRC	Design - Roadway: Complex	
Design-BUILDER		Consultant Code		DRI		Design - Roadway: Intermediate	
Design-BUILDER		Consultant Code		DTCG		Design-Traffic:Capacity & Geometrics An	
Design-BUILDER		Consultant Code		DTPM		Design - Traffic: Pavement Markings	
Design-BUILDER			Consultant Code		DTS	Design - Traffic: Signal	
Design-BUILDER			Consultant Code		DTSF	Design - Traffic: Signing - Freeway	
Design-BUILDER			Consultant Code		DTSO	Design - Traffic: Signal Operations	
Design-BUILDER			Consultant Code		DTSS	Design - Traffic: Safety Studies	
Design-BUILDER		Consultant Code		DUM		Design - Utilities: Municipal	
Design-BUILDER			Consultant Code		DUPS	Design - Utilities: Pump Stations	
Design-BUILDER			Consultant Code		DURL	Design - Utilities: Roadway Lighting	
Design-BUILDER			Consultant Code		DVEF	Design - Value Engineering Facilitator	
Design-BUILDER			Consultant Code		DWET	Design - Wetlands	
Design-BUILDER			Consultant Code		EAH	Environmental: Archaeology - Historic	
Design-BUILDER			Consultant Code		EAP	Environmental: Archaeology - Prehistoric	
Design-BUILDER			Consultant Code		EB	Environmental: Botanical	
Design-BUILDER			Consultant Code		EC	Environmental: Contamination	
Design-BUILDER			Consultant Code		EHA	Environmental: Historic Assessment	

BRIDGE BUNDLE PILOT PROJECT - POTENTIAL DBE OPPORTUNITIES



COLOR LEGEND FOR DBE OPPORTUNITY

PROFESSIONAL & TECHNICAL SERVICES FOR DESIGN-BUILDER

PROFESSIONAL & TECHNICAL SERVICES FOR MDOT CEI PMC

CONSTRUCTION SERVICES FOR DESIGN-BUILDER

SUPPLY/OTHER SERVICES FOR DESIGN-BUILDER	
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POTENTIAL OPPORTUNITY OF FOCUS

DBE Opportunity Type		MDOT Code Type		MDOT Code	MDOT Code Description
Design-Builder		Consultant Code		ENA	Environmental: Noise Assessment
Design-Builder		Consultant Code		EWA	Environmental: Wetland Assessment
MDOT CEI PMC		Consultant Code		HMAA	Construction Testing: HMA Assistance
MDOT CEI PMC		Consultant Code		HMAP	Construction Testing: HMA
Design-Builder		Consultant Code		MOT	Design-Traffic:WorkZone Maint of Traffic
Design-Builder		Consultant Code		NFSP	Design - Traffic: Signing - Non-Freeway
Owner		Consultant Code		PHOC	Photogrammetric Control Surveys
Design-Builder		Consultant Code		SCS	Surveying: Construction Staking
Owner		Consultant Code		SGCL	Surveying: Geodetic Control and Leveling
Design-Builder		Consultant Code		SH	Surveying: Hydraulics
Design-Builder		Consultant Code		SRD	Surveying: Road Design
Design-Builder		Consultant Code		SROW	Surveying: Right of Way
Design-Builder		Consultant Code		SS	Surveying: Structure
Design-Builder		Consultant Code		SUE	Design-Utilities: Subsurface Utility Eng
Design-Builder		Consultant Code		TSOC	Design-Traffic:Signal Operations-Complex
Design-Builder		Consultant Code		WZMS	Design-Traffic:WorkZone Mobility&Safety
Owner		Other		QB1	Media/Marketing Pub Relation & Advertise
Owner		Other		QB4	Media/Marketing Video Service
Design-Builder		Other		RC	Road Construction Cleanup
Design-Builder		Other		RD	Temporary Traffic Control (Devices)
Design-Builder		Other		RF	Traffic Regulator (Flagging)
Design-Builder		Other		RJ	Trucking heavy construction materials
Design-Builder		Other		RL	Passenger transportation services
Design-Builder		Supply Code		TA	Geotextile Fabrics Supplier
Design-Builder		Supply Code		TB	Asphalt & Petroleum Products Supplier
Design-Builder		Supply Code		TD	Construction Wood Products Supplier
Design-Builder		Supply Code		TE	Const Epoxy/Sealants/Coatings Supplier
Design-Builder		Supply Code		TF2	Concrete Additives & Treatments Supplier
Design-Builder		Supply Code		TG	Electrical Materials Supplier
Design-Builder		Supply Code		TH	Fence Supplier
Design-Builder		Supply Code		TI	Aggregates Supplier
Design-Builder		Supply Code		TJ	Guard Rail & Related Products Supplier
Design-Builder		Supply Code		TK	Hardware, Tools & Equipment Leasing
Design-Builder		Supply Code		TM	Lndscp Prod/Nursery Stk/Eros Ctrl/etc.
Design-Builder		Supply Code		TP	Paint, Tape & Other Marking Materials
Design-Builder		Supply Code		TR	Plastic & Foam Const Products Supplier
Design-Builder		Supply Code		TS	Road Signs, Markers, Barricades Supplier
Design-Builder		Supply Code		TW	Steel Products Supplier

Notes:

List of work types sorted first by MDOT Code Type, then by MDOT Code

Work types and codes from data obtained from MDOT September 2020



Matchmaking Tips for Shortlisted Submitters & DBEs

Feel free to use this document to help prepare for your matchmaking session. You can create various types of materials and documents that will help you to gather information and communicate your interests. Below are a few quick tips!

- Update your company website
- Provide the contact person for your firm
- Create a clear, concise and compelling message about the value of your company
- Develop a one-page electronic summary in a readable format (include brief description of company, your company's capabilities, prequalified categories, project experience, availability, staffing, contact person, etc.)
- Have the latest information about the pilot project (recent Notices to Shortlisted Submitters, etc.) to refer to
- Ensure that you have the proper hardware and software to successfully connect and make the best use of your time – Review the email invitation to your matchmaking session for important information regarding accessing and participating successfully
- Please remember that the session is planned for 10-15 minutes. The parties in the conversation are encouraged to use this time to exchange information regarding the pilot project to their mutual advantage. This is not intended to be the only opportunity for engagement between the parties, but at least a start.

Sample questions are intended to help participants start discussing the project.



For Shortlisted Submitters:

- Review the questions below entitled 'General Questions for Shortlisted Submitters' to help prepare in advance of the session to make the best use of the time
- Shortlisted Submitters may request separate ZOOM meetings with pre-qualified consultant DBEs to meet with their consultant designer as part of the pre-registration process

For DBEs:

Check All Areas of Interest:

- | | |
|--|---|
| <input type="checkbox"/> Design Services for the Design Builder (Bridge Design, Road Design, Signing & Pavement Markings, Maintenance of Traffic, Traffic Signals, Landscaping Design, Municipal Utility Design and Geotechnical Investigations) | <input type="checkbox"/> Public Involvement |
| <input type="checkbox"/> Construction Engineering & Inspection (Materials Testing, Surveying, Office Tech, Concrete / HMA Paving Inspection, Bridge Inspection) | <input type="checkbox"/> Direct Construction Subcontractor Services (Trucking, Demolition, Bridge Construction, Road Construction, HMA Paving, Concrete Curb & Gutter, Grading & Drainage, Landscaping, Fencing, Signing, Pavement Marking, etc.) |
| | <input type="checkbox"/> Material Supplier Services to Contractor |

Sample Discussion Questions

Introduction of the DBE Firm:

1. Provide information about your firm and include the type of service(s) you provide
2. Are you a locally based firm?
3. How long have you been in business?
4. What is your firm size? (number of employees)



5. How many people in your firm have the relevant experience to provide the service(s) you selected?
6. Do you have the capacity and availability to provide the services you have selected?
7. Describe the value your firm can offer on this program.
8. Do you have the required bonding capacity to perform the work needed on this program?
9. Do you require special accommodations to perform work on this program?
10. Be prepared to provide a brief description on how you deliver quality deliverables to your client

DBE Firm Experience:

11. Have you worked on MDOT or local agency bridge projects before?
12. How can your firm add value on the project(s)? How can you differentiate your company from your peers?
13. Are you currently MDOT prequalified to provide the type of service(s) you have selected?
14. Have you provided similar services on other MDOT projects?
15. Do you have unique or similar experience(s) with other clients (city, county, state)?
16. Do you have any additional knowledge you can share about the project (potential obstacles or pitfalls)?
17. Do you have unique relationships that may add value or help to ensure the project(s) are successful?
18. How has your team adapted, functioned and succeeded in the current remote work environment?

General Questions for Shortlisted Submitters:

1. What type of services is the Shortlisted Submitter looking to outsource to DBE consultant/contractor firms? And what is the anticipated value of these services?

2. If the Shortlisted Submitter has the experience in a certain category, will they also look to engage a DBE consultant/contractor firms in that category?
3. What is the Shortlisted Submitter's program/project schedule? Does the Shortlisted Submitter foresee or anticipate any schedule delays?
4. How many DBE contracting opportunities do you foresee resulting from this program?
5. Can DBE consultants/contractors pursue multiple contracting opportunities?
6. Are there any specific supplies, software/hardware requirements or tools needed to perform the necessary work on these projects?
7. Will there be a project office? If so, where do you anticipate this office being located? Do you anticipate DBE firms working from this office?
8. Does the Shortlisted Submitter have a required communication process each team member needs to adhere to?
9. How will the Shortlisted Submitter adapt, communicate and function in the current remote work environment? Does the Shortlisted Submitter foresee any challenges? Is there a plan to address potential challenges?

Specific Questions on Teaming:

1. How has the Shortlisted Submitter positioned itself to win this contract?
2. What type of information does the Shortlisted Submitter need from DBE consultants/contractors selected to join your team?
3. How many DBE contracts do you foresee resulting from the projects?
4. What does the Shortlisted Submitter look for when selecting its DBE partners? What type of information does the Shortlisted Submitter use to make its selections?
5. Does the Shortlisted Submitter require any additional project needs or specific requirements from their DBE consultants/contractors?
6. Is the Shortlisted Submitter planning to utilize the MDOT mentor-protégé program as a part of the proposal?



7. Does the Shortlisted Submitter require specific software needs or knowledge, tools or resources from its DBE consultants/contractors?
8. Will the Shortlisted Submitter consider DBE consultants/contractors for key staff positions, support staff or both?
9. Can DBE consultants/contractors review and submit comments on the proposal prior to submittal?
10. How will the Shortlisted Submitter communicate with their DBE consultants/contractors?
11. Who is the Shortlisted Submitter's proposed project manager for this project?
12. What will be the estimated value(s) of sub consultant/contractor contracts (minimum and maximum)?
13. Does the Shortlisted Submitter have a contact person assigned to address DBE consultant/contractor questions?
14. How many DBEs firms is the Shortlisted Submitter looking select for these projects?
15. Can DBE firms be on multiple teams?
16. Can DBE firms serve in the design and construction phase?
17. How will the Shortlisted Submitter engage the DBEs in the marketing pursuit process?
18. What is the Shortlisted Submitters schedule for preparing the proposal?
Who is the marketing contact?
19. How and when will the Shortlisted Submitter contact DBE firms to inform of them of selection(s)?
20. How will the Shortlisted Submitter address and communicate schedule delays?
21. How will the Shortlisted Submitter adapt, communicate and function in the current remote work environment? Do you foresee any challenges? Is there a plan to address potential challenges?